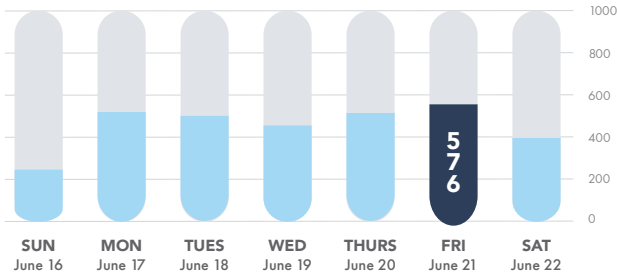


APPOINTMENT CENTRE

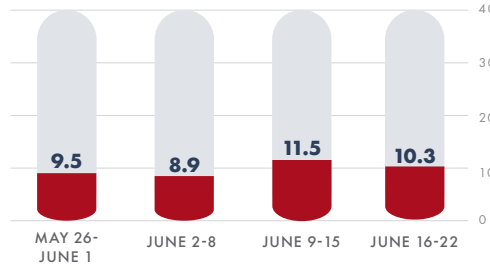
JUNE 16-22 2024



APPOINTMENTS - A WEEK AT A GLANCE

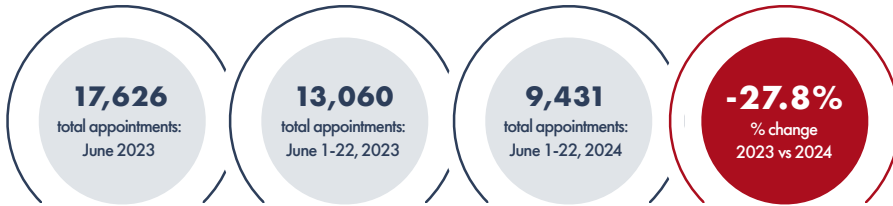


APPOINTMENT/SOLD INDEX PAST 4 WEEKS



This number assesses the relationship between properties that sold this week and the number of appointments made during the same week, thereby measuring buyer motivation.

MONTHLY COMPARISON 2023 vs 2024



The latter part of June has rallied with appointments up 10% as some of the positivity of reduced interest rates trickles into the real estate market. Friday's appointment activity nearly reached 600 appointments which proved to be our busiest day this week. The gap between this month's appointments compared to 2023 narrowed by 10% in a single week, the largest reduction we have seen year-to-date.

The appointment/sold index dropped to 10.3 this week, although it still remains above 10 as buyers take advantage of new inventory to comparison shop. Our sold properties have once again surpassed new listings, a dramatic shift from the last few weeks, as buyer confidence begins to build back again.

Our top price ranges remained fairly consistent to previous weeks with the \$1-2M price range on top in Hamilton and Halton. Niagara saw the much lower \$650-700k price range on top for the second week in a row but the \$1-2m range is making a comeback as it has re-entered the chart this week in the #5 spot.

*source: RE/MAX Escarpment & Niagara internal data.

TOP 5 PRICE RANGES

HAMILTON			HALTON			NIAGARA		
	Prev. Week	Current Week		Prev. Week	Current Week		Prev. Week	Current Week
#1	\$1-2M	\$1-2M	#1	\$1-2M	\$1-2M	#1	\$650-700k	\$650-700k
#2	\$650-700k	\$750-800k	#2	\$2M+	\$650-700k	#2	\$550-600k	\$550-600k
#3	\$750-800k	\$650-700k	#3	\$800-850k	\$950-1M	#3	\$450-500k	\$450-500k
#4	\$700-750k	\$550-600k	#4	\$750k-800k	\$2M+	#4	\$500-550k	\$500-550k
#5	\$800-850k	\$700-750k	#5	\$650-700k	\$700-750k	#5	\$750k-800k	\$1-2M

APPOINTMENTS 5 YEARS AT A GLANCE

